

Subject: A few brief questions

From: Tara Devine <tara@devine-strategies.com>

Date: 09/07/2017 02:19 PM

To: John Walker <john@thescbd.com>

I'm finalizing my proposal to send to you tomorrow. I have just a few brief questions/comments:

- 1) Your last MDP references 248 parcels; your email referenced 222 parcels, but the data sheet you sent shows only 118 parcels. As the completeness of your database has a significant impact on hours expended; can you provide some clarity for me?
- 2) Another big variable is the amount of support each BID client would like during the petition and ballot stages. Within the base fee, I include petition changes (regenerating petitions due to parcel or ownership changes discovered during renewal) and the corresponding database/MDP/ER changes for all clients, but some clients also like assistance with direct outreach to property owners, petition collection and ballot follow up. I will provide this as a "cost plus" option unless you indicate that you'd like me to include it in our base fee.
- 3) A last big variable...if there have been any changes to your thinking regarding boundary expansion (minimal if any) or changes to assessments, please let me know so I can incorporate them. Both issues can be revisited for minor or major changes at renewal. I have seen indications that service providers are raising rates to reflect the ongoing minimum wage increases; if this is an issue the Board wants to analyze or discuss further to determine if any action is needed, I can provide a "cost plus" option for this as well. Otherwise, I will not include this in my proposal.

Warmest regards,

TARA DEVINE

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